Appendix 2 – Soft Market Testing Questionnaire

Prevention and Early Intervention Services

Organisation Name:	
Point of Contact:	
Contact details:	
Date of response:	

Please return this SMT Questionnaire electronically via the Council's e-Procurement Portal (LTP) https://www.londontenders.org/ by:

12:00 Noon on 08 December 2023

Current Business Activities Q1: Please provide a brief overview of your organisation's business activities and other relevant business areas below.
Response:
Suitability and Feasibility Q2: To help shape future services, please explain whether the Council's intentions and draft high-level requirements are suitable, feasible and acceptable, and identify any gaps or significant duplication within the current marketplace?
Response:
Challenges and limitations of the current requirements Q3: In your opinion, what do you think the challenges / limitations are for re-provisioned Prevention and Early Intervention Services relative to the Council and its current requirements and aspiration to rationalise where viable etc?
Response:

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Attractiveness of any forthcoming contract opportunity Q4: In your opinion, please explain how the Council could make any forthcoming procurement more attractive to providers in the future and explain whether the Draft High Level Requirements in Appendix 1 are suitable and feasible within the current marketplace?
Response:
Best Practice Q5: In your opinion, what types of innovation or areas of best practice are being developed and/or are available within the current marketplace?
Response:
Commercial Model / Pricing the requirements Q6: Please outline any standard or preferred costing mechanisms/schedules should this procurement come to market?
Response:
Procurement Q7: In your opinion, please explain what route to market is the most appropriate - a One Stage tender process or a Two Stage process, i.e., where potentially interested providers must be pre-qualified first to be invited to tender for the second stage?
Response:

Procurement Q8: In your opinion, what are your thoughts on the requirements / areas outlined in the Draft High Level Requirements being divided into separate contracts (Lots)?
Response:
Synergies and Overlaps Q9: If the Council decided to divide the future opportunity into Lots, do you feel that any of the current Outcome areas have synergies / overlaps in them?
Response:
Performance Measurement Q10: It will be essential for the council to accurately measure the performance of the service and what difference it makes to the lives of residents. What sort of performance measures/KPIs would you suggest are appropriate for ensuring the successful delivery of the contract?
Response:
Social Value Q11: Social Value and Sustainable & Ethical Procurement must be considered for the Council's procurement activity, where the requirements are related and proportionate to the subject-matter. Therefore, when considering the Social Value Act and specifically the **Council's Sustainable & Ethical Procurement Policy** where do you think any additional social benefits could be achieved through the delivery of the contract?
Response:

Risk and Liability Q12: With regards to contract opportunities of this nature, what is your usual position with regards to risk appetite and liability? In addition, what issues have you encountered with regards to risks or liabilities that have determined that you would not submit a tender for a requirement of this nature?
Response:
Sub-contracting Q13: In your opinion, as the outcomes are so diverse, if the Council decides to divide the future opportunity into Lots, do you foresee any challenges in delivering the services using a sub-contracting approach?
Response:

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